

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 HEW-06 EB-06 RSC-01 /024 W

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R 112043Z NOV 74

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 4760

UNCLAS MEXICO 9541

E.O. 11652: N/A

TAGS: BEXP, SGEN, MX BMEP, SWEL, MX

SUBJ: MAJOR PROJECT: SOCIAL SECURITY INSTITUTE HOSPITALS,
AND GOM COMMENTS ON DISASTER RELIEF

REF: STATE 181611

PASS TO COMMERCE AND HEW

1. IN RESPONSE TO REQUEST BY FIRM AMERICAN HOSPITAL SUPPLY, EMBOFF CONTACTED SEVERAL OFFICIALS OF MEXICAN SOCIAL SECURITY INSTITUTE (IMSS). DR. DANIEL NARVAEZ, SUB-DIRECTOR OF ACQUISITIONS AT IMSS AND ING. MARIO ZARINANA, TECHNICAL ADVISER FOR ACQUISITIONS, INFORMED EMBOFF THAT 3-YEARS CONSTRUCTION PROGRAM IS PLANNED FOR PERIOD JAN. 74-DEC. 76, WITH HOSPITALS MODELS CLASSIFIED AS TYPES T-1, T-2 AND T-3, 91 HOSPITALS ARE PLANNED FOR 1974, MOSTLY SMALL CLINICS, WITH 47 FINISHED AS OF SEPTEMBER. HOSPITALS REQUIRE ELECTROMEDICAL EQUIPMENT SUCH AS SURGICAL INSTRUMENTS, CLINICAL LABORATORY EQUIPMENT, AND RESEARCH EQUIPMENT. DR. NARVAEZ SAID NEEDS WERE MAINLY SATISFIED FOR 1974 AND 1975, WITH SOME OF EQUIPMENT IMPORTED FROM U.S., FRANCE AND GERMANY. HE DECLINED TO GO INTO DETAIL, BUT SUGGESTED INTERESTED U.S. FIRMS CONTACT LIC. MANUEL RAMIREZ REYES, HEAD OF ACQUISITIONS, IMSS, REFORMA 476, MEXICO, D.F.

2. FOR DETAILS CONCERNING CONSTRUCTION PROGRAM, EMBOFF WAS GIVEN NAME OF CHIEF ARQUITECT OF IMSS CONSTRUCTION HEADQUARTERS (JEFATURA DE CONSTRUCCIONES DE IMSS), JORGE L. MEDELLIN, LOCATED AT DURANGO 291, COL. ROMA, MEXICO 7, D.F., PHONE 553-46-12. ARQ. MEDELLIN WAS DIFFICULT TO REACH BUT AGREED TO SEND EMBASSY UNCLASSIFIED

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MORE DETAILS ON CONSTRUCTION PROJECT. INFO WILL BE FORWARDED

WHEN RECEIVED. U.S. FIRMS SHOULD BE ADVISED GOM PURCHASERS
USUALLY PREFER BUSINESS WITH FIRMS WHO HAVE REPRESENTATIVES
IN MEXICO.

3. ONE INTERESTING COMMENT MADE DURING EMBOFF VISIT TO DR.
NARVAEZ CONCERNED EMERGENCY HOSPITAL FACILITIES. EMBOFF INQUIRED
CONCERNING GOM EFFORTS TO HANDLE AFTERMATHS OF NATURAL DISASTERS,
NOT UNCOMMON WITH MEXICAN TOPOGRAPHY. EMBOFF RECALLED THAT MR.
FOREST NEAL OF THE GARRET CORP., LOS ANGELES, RECEIVED A DISAPPOINTING

RECEPTION IN SEPTEMBER 1973 WHEN HE VISITED IMSS AND MILITARY
MEDICAL OFFICIALS TO SELL AN INFLATE ABLE 60-BEDHOSPITAL.
THIS WAS VERY SHORTLY AFTER A SEVERE EARTHQUAKE HAD INJURED
MANY IN EASTERN MEXICO. DR. NARVAEZ' REACTION WAS RATHER STOICAL.
HE SAID MEXICO COULD NOT SPEND MONEY ON SUCH EXPENSIVE
SOPHISTICATED SUPPLIES. WHEN EMBOFF NOTED THAT EQUIPMENT WAS
PORTABLE AND THEREFORE COMPLETELY FLEXIBLE TO BE USED WHERE
NEEDED MOST, HE SEEMED TO SHRUG MENTALLY AND REPLIED STANDARD
GOM POLICY IS TO PICK OUT LARGEST STANDING BUILDING NEAR
DISASTER AREA AS EMERGENCY RELIEF STATION TRUCK OR FLY IN
SUPPLIES. WHEN EMBOFF SUGGESTED POSSIBLE OBSTACLE OF IMPASSABLE
OR NON-EXISTENT ROADS OR LACK OF SUITABLE BUILDING, DR. NARVAEZ
SAID THESE PROBLEMS DID NOT OCCUR VERY OFTEN. HE SAID SOPHISTICATED
EMERGENCY EQUIPMENT, IN VIEW OF ALL THE EVERYDAY MEDICAL NEEDS
OF MEXICO, SIMPLY DOES NOT HAVE SUFFICIENT PRIORITY TO BE OF
INTEREST IN THE NEAR FUTURE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, MEDICAL EQUIPMENT, HOSPITALS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MEXICO09541
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740324-1007
From: MEXICO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741154/aaaabtrq.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 181611
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 13 NOV 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 NOV 2002 by martinml>; APPROVED <25-Nov-2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: SOCIAL SECURITY INSTITUTE HOSPITALS, AND GOM COMMENTS ON DISASTER RELIEF
TAGS: BEXP, SGEN, MX, IMSS
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005